

Message Text

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ACTION IO-14

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C O N F I D E N T I A L VIENNA 7433

EO: 11652: GDS

TAGS: BPRO EAID UNDP UNIDO MG US

SUBJ: UNIDO - U.S. BUSINESS OPPORTUNITY IN MONGOLIA

REF: VIENNA 5615

1. WE HAVE BEEN INFORMED THAT UNDP RESREP FOR MONGOLIA (USSR NATIONAL) HAS WRITTEN UNIDO SUSPENDING PROPOSED PILOT PLANT FOR CASHMERE CAMEL HAIR PROCESSING (DP/MON/71/508/53-01). REPORTEDLY, HE INDICATED GOM DEFERRING PROJECT UNTIL 1975-76. RESREP'S MESSAGE TRANSMITTED AFTER UNIDO HAD SUBMITTED SHORT LIST OF THREE FIRMS AS RECOMMENDED CANDIDATES, OF WHICH U.S. FIRM, THOMAS H. MINER & ASSOCIATES, INC. (135 SOUTH LA SALLE STREET, CHICAGO, ILLINOIS 60603) ONLY VIABLE BIDDER. OTHER FIRMS INCLUDED ONE FROM U.K., WHICH DECLINED PARTICIPATION AND JAPANESE FIRM WHOSE BID WAS TRICE AS HIGH AS THOMAS H. MINER.

2. UNIDO SECRETARIAT, WHICH HAD DONE CONSIDERABLE PROJECT PREPARATION AND REGARDED PROPOSED PROJECT AS FEASIBLE AND SOUND, INVITED MONGOLIAN AMBASSADOR AT GENEVA COME TO VIENNA TO DISCUSS SITUATION. THIS MEETING RECENTLY TOOK PLACE, BUT MONGOLIAN AMB. APPEARED UNINFORMED AND WAS NONCOMMITTAL. UNIDO STAFF MEMBER (A USSR NATIONAL IN TECHNICAL COOPERATION DIVISION WHO HAS PROJECT COORDINATION RESPONSIBILITY) DEPARTING NEXT WEEK FOR ULAN BATOR TO INVESTIGATE.

3. MINER AND ASSOCIATES HAVE BEEN PURSUING THIS CONTRACT, WHOSE
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DOLLAR VALUE REPORTEDLY IN EXCESS OF \$300,000, MOST VIGOROUSLY

AND, SINCE THEIR LOCAL AGENT IS AWARE SOME TIE UP EXISTS, MAY
APPROACH DEPT FOR ITS CLARIFICATION AND/OR GOOD OFFICES.

4. AS PILOT PLANT WOULD INVOLVE U.S. PERSONNEL IN ULAN BATOR
FOR EXTENDED PERIOD OF TIME AND TRAINING OF MONGOLIAN OPERATORS
IN U.S., WHICH WOULD REPRESENT A SIGNIFICANT, IF NOT FIRST, AMER-
ICAN PRESENCE IN CONTEMPORARY MONGOLIA, WE SUSPECT SITUATION NOT
WITHOUT POLITICAL CONSIDERATION. WE SPECULATE THAT REASON FOR
SUDDEN POSTPONEMENT WAS, IN FACT, AMERICAN NATIONALITY OF SOLE
ACCEPTABLE BIDDER, ALTHOUGH UNCLEAR WHETHER RELUCTANCE TOWARD
AMERICAN SUBCONTRACTOR THAT OF GOM OR RUSSIANS IN PERSON OF THE
RESREP. DEPT MAY WISH SEEK CLARIFICATION VIA UNDP HEADQUARTERS,
N.Y., PARTICULARLY IF IT SEES RELATIONSHIP OF THIS DEVELOPMENT TO
QUESTION OF EVENTUAL U.S./GOM ESTABLISHMENT OF RELATIONS. STIBRAVY

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